DOCUMENT RESUME

ED 334 450 CE 058 537

AUTHOR Balogh, Judy A., Comp.
TITLE Leaders in Entrepreneurship. Resources for Small Business Development and Enhancement. Special Publication No. 61.
INSTITUTION Ohio State Univ., Columbus. Center on Education and Training for Employment.
SPONS AGENCY National Entrepreneurship Education Consortium.
PUB DATE 90
NOTE 115p.
AVAILABLE FROM Publications, Center on Education and Training for Employment, 1900 Kenny Road, Columbus, OH 43210-1090 (order no. SN61: $9.75).
PUB TYPE Reference Materials - Directories/Catalogs (132)

EDRS PRICE MF01/PC05 Plus Postage.
DESCRIPTORS Agencies; *Business Administration; *Entrepreneurship; *Organizational Development; Organizations (Groups); Postsecondary Education; *Resources; Secondary Education; Skill Development; *Small Businesses; *Training

ABSTRACT

This directory lists 82 agencies, associations, and organizations that work with entrepreneurs or small business owners and those who might be responsible for educating and training entrepreneurs. Each entry provides the full name of the organization, the audience most likely to be served, the overall focus or purpose, and the services and resources offered. The mailing address and telephone number are also provided. Forms to be used to nominate entries for the directory include those for a successful entrepreneur's club, a model entrepreneurship program, and leaders in entrepreneurship. An annotated list of five resources is provided, and the member states and organizations of the National Entrepreneurship Consortium are listed. (KC)

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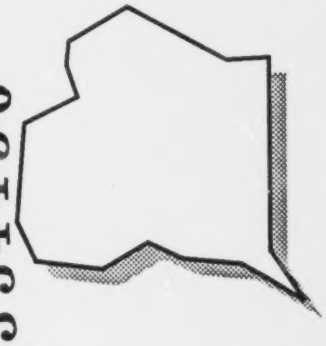

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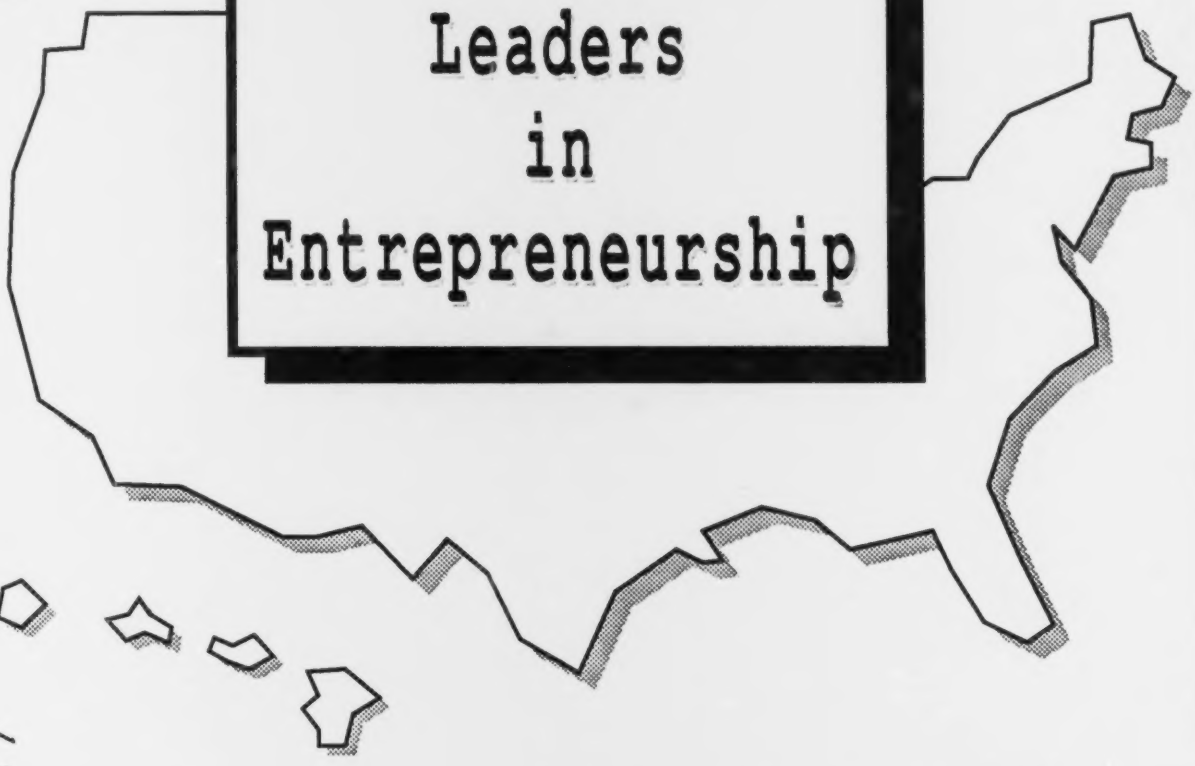

Resources for Small Business Development and Enhancement

CE 058 537

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LEADERS IN ENTREPRENEURSHIP

Resources for Small Business Development and Enhancement

Compiled

by

Judy A. Balogh

Center on Education and Training for Employment
The Ohio State University
1900 Kenny Road
Columbus, Ohio 43210-1090

1990

The development of **Leaders in Entrepreneurship: Resources for Small Business Development and Enhancement** was supported by the National Entrepreneurship Education Consortium.

The work presented herein was performed at the Center on Education and Training for Employment, The Ohio State University. The opinions expressed herein do not, however, necessarily reflect the official position of the Center or the University and no official endorsement of these materals should be inferred.

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INTRODUCTION

As its mission implies, the National Entrepreneurship Education Consortium is committed to helping youth and adults pursue their dreams . . . create their own jobs . . . and be successful in small businesses. This book is one example of the Consortium's many endeavors toward accomplishing this goal.

Leaders in Entrepreneurship: Resources for Small Business Development and Enhancement is for anyone interested in small business development and growth. This includes youth and adults in our educational and training institutions; instructors at the secondary, postsecondary, and adult levels; administrators at the state, local, and national levels; policymakers; and business and industry personnel. However, the book's main purpose is to help the small business owner or potential small business owner locate the assistance and support he or she needs.

Some 82 agencies, associations, and organizations that work with entrepreneurs or small business owners and those who might be responsible for educating and training entrepreneurs have been identified for you. Each entry is complete with the full name of the organization, audiences most likely to be served by the organization, the overall focus or purpose of the organization, and the services and resources offered by the organization. Also, the mailing address and phone number is provided so that you can contact the organization directly for assistance or additional information.

Finally, we encourage you to complete the forms found in the back of this book. First, if you know of a successful entrepreneur you would like to see receive recognition, please complete the Successful Entrepreneur's Club form. Second, if you know of a model entrepreneurship program being taught at the secondary, postsecondary, or adult levels, please complete the Model Entrepreneurship Program form. Last, if you would like to have your organization included in an update of this book, please complete the Leaders in Entrepreneurship form. This information will help us keep up to date on what is happening and will be used to spread the word about entrepreneurship.

LEADERS IN ENTREPRENEURSHIP

Name	**Academy for Economic Education**
Address	125 Sovran Center Richmond, Virginia 23277
Phone	(804) 643-0071
Audience	Teachers.
Purpose	To improve the understanding among K-12 students of our economic system and the economic choices to be faced as workers, consumers, and voters.
Services	Workshops focused on key economic principles. Summer institutes in economics education. Economic education materials for teachers.

Name	**American Association for Adult and Continuing Education (AAACE)**
Address	1112 16th Street, N.W., Suite 420 Washington, D.C. 20036
Phone	(202) 463-6333
Audience	Educators of adults.
Purpose	To reinforce the value of and need for adult and continuing education. To seek resources that meet the needs of members and adult learners. To represent the interests of adult and continuing educators at the local, state, regional, and national levels. To help educators establish and maintain a professional identity. To provide a central information exchange and mechanism for collective action among diverse member groups. To develop more effective teaching, learning, and administrative processes. To assess the impact of adult and continuing education programs. To promote the development of core professional competencies so that members are increasingly effective in their professional roles. To prepare and disseminate publications such as newsletters, journals, books, reports, and audiovisual materials. To plan and conduct international, national and regional conferences, institutes and seminars on current themes and topics in adult and continuing education.
Services	**Adult Learning** professional journal.

Adult Education Quarterly, the major research and theory journal in the field.

AAACE Newsletter.

Annual directory of members.

Pamphlets and books on current issues in adult and continuing education.

Seven divisions with over 40 program units organized around specialized programs and professional interests.

Over 60 state and regional affiliate organizations in 8 regions to help AAACE respond to the needs of its members.

National Adult Education Conference.

Regional, state, and local conferences for practitioners and professionals.

Testimony to Congress and other organizations on policies that enrich adult and continuing education offerings throughout the country.

Opportunities for international travel and educational tours and study.

Special low-cost group insurance plans.

Name	**American Association of Community and Junior Colleges (AACJC)**
Address	One Dupont Circle, N.W., Suite 410 Washington, D.C. 20036-1176
Phone	(202) 728-0200
Audience	Educational administrators, faculty, professors and teachers, students, business men and women, senior citizens, and parents.
Purpose	To exert leadership, act as advocate, and provide services that support community, technical, and junior colleges. To keep members informed on what is happening in community, technical, and junior colleges. To provide a practical networking system for individual members and an opportunity for personal and professional growth.
Services	**Community, Technical, and Junior College Directory.** **Community, Technical, and Junior College Times.** **Community and Junior College Journal.** **AACJC Letter** to college presidents. Miscellaneous documents/publications. **Publications Catalog.** Conventions and seminars. Programs: Advancing the Humanities, Beacon College Consortium, Community College Satellite Network, Minority Business Enterprise, Minority Education, Registered Nurse Shortage, and Rural College Partnerships for Workplace Literacy.

Name **American Institute of Small Business (AISB)**

Address 7515 Wayzata Blvd., Suite 201
Minneapolis, Minnesota 55426

Phone (800) 328-2906
(612) 545-7001

Audience Educators, business men and women, others.

Purpose To publish educational materials for use in secondary and post-secondary schools on small business development and entrepreneurship.

To provide teacher training workshops for state department of education and individual school systems on the teaching of small business and entrepreneurship and marketing and business education.

To conduct seminars for educators and business and industry personnel.

Services Materials used by high schools and colleges. For example,

-- **How To Set Up Your Own Small Business** (20 unit set contained in a 2 volume text, covering every aspect of setting up and operating a small business).

-- **Study Guide for Students**, used in conjunction with the two volume text; **How To Set Up Your Own Small Business** which contains classroom projects, suggested homework assignments, quiz and text material, and helpful hints on each chapter's subject.

-- Answer keyed **Study Guide for Instructors**.

-- **Three Case Studies for Classroom Use** (a retail store, service organization, and manufacturing firm). Ideal for students working individually or in groups. Takes the student through each step in setting up a typical type of business enterprise by placing the student in the decision-making capacity in a real life business model.

-- Set of 40 Transparencies used with the test **How To Set Up Your Own Small Business.**

-- Suggested course outline and syllabus.

-- **How To Write a Business Plan Project Kit** (includes a book which explains what a business is, how to use a business plan, and how to prepare and write a business plan. A complete case study example is then provided in which the student or user prepares a business plan based on all of the information contained in the real life example.

-- Software Package entitled **How To Write A Business Plan.** Available in IBM/IBM Compatible 3-1/2", 5-1/4", or Apple Macintosh. Provides all of the narrative necessary for any business plan as well as all of the spreadsheets and financials including Balance Sheet, Profit and Loss Statements, and Cash Flow Statements.

Name **American Management Association (AMA)**

Address 135 West 50th Street
New York, New York 10020

Phone (212) 586-8100

Audience Small business managers and supervisors nationally and internationally.

Purpose To provide quality programs, products, and services that support the management process.

Services Conferences, seminars, courses, and workshops on a wide range of topics. An annual conference is held in September in New York.

Journals, surveys, and reports. Journals include **Intrapreneurial Excellence, Management Review,** and **Management Solutions.**

Management Information Services of audiovisual materials.

Catalogs are available upon request.

AMA operates management centers and offices in the U.S. and abroad.

AMA offers public meetings through the Center for Management Development (public seminars), Presidents Association, AMA/International, AMA Planning (long-range team planning), AMA On-Site, Operation Enterprise (young adult program) which provides for the interchange of management information, ideas, and experience through conferences, seminars, and briefings.

AMA publishing division (AMACOM) features approximately 40 hard cover titles per year, as well as paperback editions, research surveys, and management briefing reports.

AMA Video publishes videotapes.

Periodicals include **Management Review, Supervisory Sense, Compensation and Benefits Review, ComFlash, Organizational Dynamics,** and **Trainer's Workshop.**

Name	**American Society for Training and Development (ASTD)**
Address	1630 Duke Street, Box 1443 Alexandria, Virginia 22313
Phone	(703) 683-8100
Audience	Training and human resource development professionals and organizations.
Purpose	To provide training professionals with up-to-date information, materials, networking with experts, workshops, seminars, and conferences.
Services	Information resources for training professionals. National conferences and periodic institutes. Monthly magazine and newsletter. Annual buying guide. Professional development products. Information Center (professional information location aids, access to HRD experts, and TRAINET, an online database.

Name **American Vocational Association (AVA)**

Address 1410 King Street
Alexandria, Virginia 22314

Phone (800) 826-9972
(703) 683-3111

Audience Professional vocational education associations at state and national levels, educators at all levels, administrators at state, local, and national levels.

Purpose To strengthen the image of vocational education both within the field and with outside audiences.

To promote the improvement of vocational education.

To influence the development of public policies to benefit vocational education.

To provide professional development and leadership opportunities for vocational educators.

Services Resource catalog.

Monthly professional journal and AVA yearbooks.

Annual convention.

Promotional materials.

Name	**Association of Collegiate Entrepreneurs**
Address	The Wichita State University 1845 North Fairmont Wichita, Kansas 67208
Phone	(316) 689-3000 FAX: (316) 689-3687
Audience	College students, all educators, and business men and women age 30 and under, although no age limit to qualify as a member.
Purpose	To aid in the development of young entrepreneurs worldwide via a network of communication.
Services	Clearinghouse for linking members to information about new research, books about entrepreneurship, new instructional ideas, mentors, ad assistance in resolving problems. Regional conferences sponsored by local chapters. Annual International Convention and Trade Show, held in March, which includes educational seminars, guest speakers, and numerous networking opportunities. Bi-monthly newsletter with news about other members, educational opportunities, and advice from experts.

Name	**Association of Private Enterprise Education (APEE)**
Address	Bu Box 8012 Waco, Texas 76798
Phone	(817) 755-3766
Audience	Academicians, administrators, professional chairs, and centers of economic education in Canada, Mexico, and the United States.
Purpose	To promulgate an accurate understanding of the American economic system, to advance teaching of and research in free market economics, to promote communication between academe and business, and to encourage dialogue with representatives of other economic systems across the world.
Services	International conferences for educators, business leaders, and government officials. Scholarly forums. Newsletter: **Enterprise and Education.** Scholarly journal: **Journal of Private Enterprise.**

Name	**Business Professionals of America**
Address	5454 Cleveland Avenue Columbus, Ohio 43231
Phone	(614) 895-7277
Audience	Students enrolled in business and/or office education programs.
Purpose	To provide opportunity for the development of leadership skills, personal and professional growth, and career-related competencies. To enhance social awareness, civic responsibility, and understanding of the business community.
Services	Regional, state, and national competitive events for membership. Entrepreneur Exploration (a special recognition program).

Name **Center for Entrepreneurial Management, Inc.**

Address 180 Varick Street
Penthouse
New York, New York 10014-4606

Phone (212) 633-0060
(800) 247-7642

Audience Small business owners and potential owners.

Purpose To provide entrepreneurs with information on how to make their business successful.

Services Membership benefits include--

-- membership book,

-- newsletter,

-- free gift selection,

-- Gold MasterCard,

-- **Inc. Magazine** subscription,

-- **Venture Magazine** subscription, and

-- **Success Magazine**.

Name	**Center for Entrepreneurial Studies**
Address	Babson College Babson Park Wellesley, Massachusetts 02157
Phone	(617) 239-4420
Audience	Potential and established entrepreneurs.
Purpose	To promote and strengthen the American entrepreneurial tradition through education and scholarly research.
Services	Entrepreneurship Research Conference.
	Academy of Distinguished Entrepreneurs.
	Resource materials on entrepreneurs.
	Community projects and programs.
	Resources for student and alumni entrepreneurs.
	Speakers' Bureau.
	Research.

Note: In addition to the Center for Entrepreneurial Studies, Babson College supports academic concentration in entrepreneurship, The Paul T. Babson Professorship in Entrepreneurial Studies, and the Frederic C. Hamilton Chair for Free Enterprise Studies.

Name **Center for Entrepreneurship**

Address W. Frank Barton School of Business Administration
The Wichita State University
Wichita, Kansas 67208-9988

Phone (316) 689-3000

Audience High school students, college students, and young entrepreneurs age 30 and under.

Purpose To promote an environment that encourages private enterprise and that seeks not only to preserve, but also to enhance, entrepreneurial activities and risk-taking.

Services Academic program in entrepreneurship.

Endowed chair in entrepreneurship.

Research.

Publications.

Visiting lecturers.

Networks for young entrepreneurs.

Several new projects are in the developmental stages, including a series of seminars, the development of films for elementary school students, and the creation of a prime-time television program for major network exposure.

Name	**Center for International Business and Trade (CIB&T)**
Address	School of Business Administration Georgetown University 1242 35th Street, Suite 501 Washington, D.C. 20057
Phone	(202) 687-6993
Audience	Business community, government, and academia.
Purpose	Promote international business and trade by-- -- providing timely information and analysis of trade-related issues; -- strengthening communication among business, policy, and academic sectors of the international trade community; and -- developing and conducting programs aimed at-- o relating policies to business practice, o improving management practice in an international framework, and o increasing the penetration of foreign markets by U.S. goods and services.
Services	Publications on international business and trade topics. Case studies of international businesses. Conferences. Quarterly newsletter covering international business and trade topics, upcoming activities, and recent publications.

Name **Center for Private Enterprise**

Address Baylor University
Bu Box 8012
Waco, Texas 76798-8012

Phone (817) 755-3766

Audience Teachers, students, and the general public.

Purpose To improve the understanding of the operation and benefits of the American private enterprise system through an extensive program of workshops for teachers, development of materials for classroom use, and presentations to students and the public.

To foster the development of new ventures by providing assistance to new and growing firms and through the creation of an Innovation-Evaluation Program.

To provide degree programs at both the undergraduate and graduate levels in the area of entrepreneurship.

To conduct research regarding the process of economics education, entrepreneurship, and public policies necessary to create an environment in which private enterprise can flourish.

Services Programs dealing with elementary, secondary, and junior college teachers in the area of economics and entrepreneurship education.

A clearinghouse for college/university Centers for Economic Education, providing them with assistance and materials for entrepreneurship.

A statewide awards program to honor teachers who teach private enterprise.

The Leadership in Free Enterprise (L.I.F.E.) Institute for outstanding high school leaders.

Presentations for high school groups and the general public.

Research.

A library of no-cost audio-visual materials.

Graduate courses in economics education for inservice teachers.

Name **Center on Education and Training for Employment**

Address The Ohio State University
1900 Kenny Road
Columbus, Ohio 43210-1090

Phone (614) 292-4353
(800) 848-4815

Audience Vocational and academic teachers; postsecondary instructors and supervisors; administrators at the secondary and postsecondary levels; policymakers at the local, state, and federal levels; business and industry trainers and supervisors; and other interested groups and individuals.

Purpose To facilitate the career and occupational preparation and advancement of youth and adults by using the full range of resources at The Ohio State University; conducting applied research, evaluation, and policy analyses; and providing leadership development, technical assistance, and information services.

Services The Center provides technical assistance to school districts, state agencies, colleges and universities, and other educational groups; small and large private and public sector companies; and international governments, organizations, and corporations.

The Center manages five national special-interest consortia. One of the five consortia is the National Entrepreneurship Education Consortium.

The Center offers leadership development workshops and training opportunities through the National Leadership Academy for Local Administrators, the Central Ohio Business and Industry Consortium, and the Advanced Study Center.

The Center offers the latest research information on vocational, technical, adult, and career education through the ERIC Clearinghouse on Adult, Career, and Vocational Education and the Research Information Center.

The Center offers a variety of cost-recovery paper and video products designed for all levels of vocational, technical, and adult education and training.

Name **Committee for Economic Development (CED)**

Address 477 Madison Avenue
New York, New York 10022
and
1700 K Street, N.W.
Washington, D.C. 20006

Phone (212) 688-2063 (NY)
(202) 296-5860 (DC)

Audience Educators, employers, voters, community members, and policymakers.

Purpose To study and seek solutions to pressing social and economic issues that most affect the long-term health of the nation's economy.

Services CED's policy recommendations are used to help influence legislation by a wide variety of groups including the Business Roundtable and the League of Women Voters.

CED coordinates its activities with such groups as the Conference Board, the Business Roundtable, the American Enterprise Institute, the Brookings Institute, and the National Bureau of Economic Research.

CED publishes such products as **Statements on National Policy, Program Statements**, and **Supplementary Papers**.

Occasionally CED will conduct a series of public **Policy Forums**.

Name	**Control Data Corporation/Job Creation Services**
Address	8100 34th Avenue South, Box 6 HQN12P Minneapolis, Minnesota 55440
Phone	(612) 853-6557
Audience	Small business incubator managers, employment training organizations, business assistance offices, and entrepreneurs.
Purpose	To uncover potential entrepreneurs and to nurture their growth.
Services	Self-employment training program. Business development program. Training seminars. Technical assistance.

Name **Corporation for Enterprise Development**

Address 1725 K Street, N.W., Suite 1401
Washington, D.C. 20006

Phone (202) 293-7963

Audience Business executives, development officials, community organizations, foundations, and labor unions.

Purpose To assist private corporations, state and local governments, and community-based organizations to devise and implement enterprise development strategies to create jobs, generate income, provide needed goods and services, and revitalize depressed economies.

Services Technical assistance as follows:

- Economic development opportunity analysis for states or communities.
- Strategic policy design and evaluation, with special expertise in development finance institutions, enterprise support systems, and self-sufficiency approaches.
- Community response planning, including economic leadership and community-based organization development.
- International exchange.

Products supporting enterprise development.

Name	**Creative Education Foundation**
Address	1050 Union Road Buffalo, New York 14224
Phone	(716) 675-3181 (800) 447-2774
Audience	Business leaders in small and large companies.
Purpose	To provide training opportunities in innovative and creative problem solving worldwide.
Services	Speaker's bureau provides a wide range of expertise in the areas of creativity, innovation, and decision making. In-house programs are designed to assist companies in meeting their training needs. Topics include Creative Sales and Marketing, Team Building, and Creative Decision Making. **Creativity in Action** is a monthly newsletter that combines theory with practice and experiment. **The Journal of Creative Behavior**, a quarterly publication, is devoted to the serious reader with vocational/avocational interests in the fields of creativity and problem solving. **The CEF Catalog of Available Materials** contains the latest publications in the fields of creativity and decision making.

Name	**Distributive Education Clubs of America (DECA)**
Address	1908 Association Drive Reston, Virginia 22091
Phone	(703) 860-5000
Audience	Students interested in careers in marketing, distribution, merchandising, and management.
Purpose	To help marketing and management education teachers create learning opportunities for marketing education students through goal-oriented activities.
Services	Publications. Free classroom teaching aids. Competency-based events. Workshops, seminars.

Name	**Education Commission of the States (ECS)**
Address	Headquarters 707 17th Street, Suite 2700 Denver, Colorado 80202-3427
Phone	(303) 299-3600
Audience	Governors, legislative leaders, and their senior policy aides; chief state school officers; state higher education executive officers and their senior policy associates; members of state education boards; leaders of local schools; campuses and governing bodies; and others.
Purpose	To help educators improve the quality of education.
Services	Conducts policy research, surveys, and special studies. Maintains an information clearinghouse. Organizes state, regional, and national forums. Provides technical assistance to states. Fosters nationwide leadership and cooperation in education. Offers quarterly newsletter, quarterly review of issues, and periodic reports.

Name	**Entrepreneurial Leadership Center**
Address	Bellevue College Bellevue, Nebraska 68005
Phone	(402) 291-8100
Audience	Potential and established small business owners.
Purpose	To assist small business owners.
Services	Quarterly newsletter focused on economics, free enterprise, and entrepreneurship.

Name	**Entrepreneurship Institute**
Address	3592 Corporate Drive, Suite 112 Columbus, Ohio 43231
Phone	(614) 895-1153
Audience	Business owners.
Purpose	To assist and encourage entrepreneurship by providing unlimited opportunities for entrepreneurs to create and grow their companies.
Services	The Entrepreneurship Forum. The International Entrepreneurs Computer Network. The Entrepreneurship Institute Library. The Entrepreneurs Network.

Name **Free Enterprise Institute**

Address Amway Corporation
7575 East Fulton Road
Ada, Michigan 49355

Phone (616) 676-6986

Audience Elementary through adult.

Purpose To explain, reinforce, and communicate the reciprocal relationship between personal and economic freedom.

To develop programs that demonstrate the power of ideas and document that collectivist fate awaits those who refuse to acknowledge the role ideas play in culture.

To aid in the creation of rational, responsible citizens aware of their personal roles in a culture with limited government.

Services A clearinghouse for information on free enterprise.

The National Teachers' Economic Education Workshop Program.

The Free Enterprise Resource Index, an annotated economic inventory of audiovisual aids, books, periodicals, organizations, and corporate programs on free enterprise.

Audiovisual aids.

A packet of information on free enterprise.

A traveling exhibit, **Tom Smith and His Incredible Bread Machine**, based on R. W. Grant's book of the same name.

Secondary and college programs, including **Exploring Career Opportunities, Office Education Association**, and **Project Business**.

The staff of the Institute is available for speaking engagements on free enterprise and its importance to personal freedom as well as on aspects of the American economic system.

Name **Future Business Leaders of America-Phi Beta Lambda, Inc.**

Address 1914 Association Drive
Reston, Virginia 22091

Phone (703) 860-3334

Audience Students (high school and postsecondary) preparing for careers in business.

Purpose To provide innovative leadership development programs to bring business and education together in a positive working relationship. Organizational goals include--

- -- promoting competent, aggressive business leadership;
- -- understanding American business enterprise;
- -- establishing career goals;
- -- encouraging scholarship;
- -- promoting sound financial management;
- -- developing character and self-confidence; and
- -- facilitating the transition from school to work.

Services Publications:

- -- **Tomorrow's Business Leader.**
- -- **Teachers' Guide To Tomorrow's Business Leader.**
- -- **Advisers' Hotline.**
- -- **The Professional Edge.**

Conferences and Seminars:

- -- Management Series.
- -- National Fall Leadership Conferences.
- -- National Leadership Conference.
- -- National Awards Program.

Name **Future Homemakers of America, Inc. (FHA)**

Address 1910 Association Drive
Reston, Virginia 22091

Phone (703) 476-4900

Audience Young men and women in home economics in public and private school through grade 12.

Purpose To promote personal growth and leadership development through home economics education.

To focus on the multiple roles of family member, wage earner, and community leader. Members develop skills for life through--

-- character development,

-- creative and critical thinking,

-- interpersonal communication,

-- practical knowledge, and

-- vocational preparation.

Services Cluster meetings.

Communications and PR projects.

Field services.

Fundraising.

Membership.

National leadership meetings.

Community service.

Publications.

Name **Health Occupation Students of America, Inc. (HOSA)**

Address 6309 North O'Connor Road, Suite 215, LB #117
Irving, Texas 75039-3510

Phone (214) 506-9780
(800) 321-HOSA
FAX: (214) 506-9919

Audience Secondary, postsecondary, and collegiate students enrolled in health occupations education programs.

Purpose To promote career opportunities in the health industry and to enhance the delivery of quality health care to all Americans.

Services Involvement in chapter meetings, community service projects, officer training and leadership development activities, social activities, competitive events, service projects, promotional projects, benevolent activities, and more.

Recognition through the HOSA Competitive Events Program.

Scholarships.

Travel.

Networking.

Publications.

Leadership and confidence.

Career enhancement.

Name **Heartland Center for Leadership Development**

Address 941 'O' Street, Suite 920
Lincoln, Nebraska 68508

Phone (402) 474-7667

Audience Communities, organizations, and institutions.

Purpose To train leaders in communities, businesses, and organizations to deal with fundamental change by finding opportunities where others may see only threats.

To assist communities and organizations to develop a capacity for strategic planning and tackling problems of the future through solutions they themselves take the lead in devising.

To help policymakers clarify questions key to the future of communities and states and promote broad-scale public participation in the search for workable yet innovative solutions to problems brought on by significant change.

To conduct research related to leadership and its potential impact on quality of life, public policy, and business and community prosperity.

Services Conferences and conventions.

Workshops and seminars.

Retreats.

Individualized programs.

Publications.

Name **Illinois Institute for Entrepreneurship Education**

Address Northern Illinois University
325 Williston Hall
DeKalb, Illinois 60115

Phone (815) 753-1298

Audience Illinois educators, K-adult.

Purpose To help educate Illinois citizens about the role and contributions of entrepreneurs in economic development and job creation.

To prepare instructional personnel and materials in the field of entrepreneurship education.

Services Programs and instructional strategies to assist teachers, K-adult, in conveying the message that entrepreneurship is a viable lifelong career option. The institute accomplishes this by--

-- designing entrepreneurship education instructional materials for training entrepreneurship educators;

-- conducting seminars and courses to prepare instructional personnel to infuse entrepreneurship education in their curriculum;

-- improving the environment in Illinois which supports educational efforts designed to help students and teachers understand the private enterprise system and the role of the entrepreneur;

-- enlisting partners and supporters of programs designed to help students, teachers, and educational administrators to understand and integrate effectively educational information about the private enterprise system into the curriculum;

-- maximizing cooperation and collaboration between the educational and entrepreneurial communities so that entrepreneurship education can become a mutually beneficial long-term economic development strategy;

-- creating a database of Illinois entrepreneurs in various regions of the state and in various types of businesses with a special emphasis on those types of entrepreneurs who are creating jobs, exports, and replacing imports;

-- implementing and evaluating the "Entrepreneurship Education Dynamics" grades 7 - 12 model entrepreneurship education program that is consistent with the mission and platform of the Institute; and

-- working cooperatively and supporting activities and programs that foster the growth and development of entrepreneurship education.

Name **Industrial Cooperative Association, Inc. (ICA)**

Address 58 Day Street, Suite 200
Somerville, Massachusetts 02144

Phone (617) 629-2700

Audience Employee-owned businesses, unions, state agencies, economic development organizations, and community development corporations.

Purpose To develop worker-owned businesses and other community-based enterprises in low-income, minority, and blue-collar communities.

Services **ICA Bulletin**.

Technical services: from feasibility analysis and business planning, to legal structuring and work force education.

ICA Revolving Loan Fund: provides risk capitol and financial services to employee-owned firms.

Publications list.

Name **International Association of Small Business Management Instructors (IASBMI)**

Address For additional information contact any of the 1989-91 officers:

-- Jean Names
President
Lane Community College
1059 Williamette
Eugene, Oregon 97405
(503) 726-2255

-- Vicky K. Rash
Vice President/President Elect
Warren County Career Center
3525 North Star Route 48
Lebanon, Ohio 45036
(513) 932-5677

-- Ron Newman
Secretary
University of North Dakota-Williston
P.O. Box 1326
Williston, North Dakota 58802
(701) 774-4216

-- Warren Lagerquist
Treasurer
Hibbing Technical College
2900 East Beltline
Hibbing, Minnesota 55746
(218) 262-3940

-- Wayne Wise
Historian/Newsletter Editor
Northeast Metro Technical College
3300 Century Avenue, North
White Bear Lake, Minnesota 55110
(612) 779-5800

Phone See list above.

Audience Individuals involved in small business management programs.

Purpose To encourage high standards of teaching Small Business Management.

To encourage mutual helpfulness among it members.

To provide service to members in their professional advancement.

To aid in developing Small Business Management Programs to meet the needs of the local economies and people it services.

To promote cooperative relationships with supervisory staff and teacher training department in policy formation.

To cooperate with regional and international organizations with professional interest in Small Business Management Education.

To promote social and fraternal relationships among the members of the association.

To encourage local and regional activities among its members.

Services **Meetings**. The annual meeting of the association is held in conjunction with the annual International Small Business Management Instructors Conference. This meeting includes professional updating, reports of committees, officer reports, and a business meeting. Special meetings may be called at any time or place as the president may direct upon the vote of the executive committee.

Publications. All members receive an association newsletter. The newsletter is an avenue of communication for all individuals in Small Business Management.

Association Involvement. Conference planning, public relations, membership, recruitment, legislation, coordination, communication, curriculum development, newsletter, business/industry/community relations, preservice and inservice planning, research and evaluation, professional development, and workshop delivery and development.

Name **International Franchising Association Educational Foundation, Inc.**

Address 1350 New York
Suite 900
Washington, D.C. 20005

Phone (202) 628-8000

Audience Firms using franchise distribution.

Purpose To generate and contribute to the development and dissemination of formal and practical knowledge about franchising.

To foster the understanding of the vital roles that franchising and entrepreneurship play in business and the economy.

Services Endowment Fund. The purpose of this repository for contributions is to finance a program of grants and publishing activity.

Certification Program. The program consists of a course of study and related activities leading to certification as a franchise manager. Beginning in 1990 the program will be open to employees of companies and to interested persons in the general public.

"Franchising in the Economy." The Foundation, in cooperation with Horwath International, is in the process of becoming the chief source of economic indices, data, facts, and other franchising information.

Contract Research. Contracts are negotiated for research projects as income from the Endowment Fund is available.

Publications and Productions. The Foundation considers proposals, manuscripts, and scenarios submitted for funding, underwriting, or other financing with publication or production as the ultimate goal.

World Resource Center. The Foundation makes funds available to enhance and expand the collection of books, periodicals, documents, and other published and unpublished materials in the World Resource Center at IFA Headquarters.

Name	**International Women's Networking Business Conference (IWNBC)**
Address	1701 K Street, N.W., Suite 204 Washington, D.C. 20006
Phone	(202) 331-2142
Audience	Business women and entrepreneurs.
Purpose	To promote forward-looking strategies for women's sustained economic growth and stability and to encourage international marketing and entrepreneurial professional growth among business women and entrepreneurs of developed and developing countries.
Services	Opens up new business opportunities for women. A network of international business women and entrepreneurs. Economic and business development programs. Bi-annual conferences, workshops, and seminars to improve business productivity and profitability, technology and management capabilities, and international marketing strategies. Opportunities for joint ventures/partnerships. Trade exhibits and on-site manufacturing/trade center orientation. On-site tours of selected communities and projects on village and home-based enterprise, social development and health care services, child/family welfare, drug abuse, nutrition, cultural minorities, and education and training. **IWNBC Newsletter.** 20 percent discount on registration fees for conferences and trade missions organized or sponsored by IWNBC. Partnership in promoting the goals of the U.N. Decade for Women.

Name **International Council for Small Business (ICSB)**

Address Jefferson Smurfit Center for Entrepreneurial Studies
St. Louis University
3674 Lindell Boulevard
St. Louis, Missouri 63108

Phone (314) 534-7204

Audience Educators, government and business professionals and businesses, and trade and business associates.

Purpose To advance management practices of existing small business owners and potential entrepreneurs through, research, education, and the open exchange of ideas between professions and across national and cultural borders.

Services Subscription to the **Journal of Small Business Management**.

The **ICSB Bulletin** with information about member activities, interest group issues, conference programs, and organizational developments from around the world.

Availability of an annotated bibliography on small business, proceedings of conferences, compendia of course syllabi for small business or entrepreneurship, and reports on research projects or interest group proposals.

National and international conferences for formal and informal idea exchange.

Access to special conferences.

Regional or local chapters.

Opportunity to form networks and establish linkages.

Name	**Inventors Workshop International Education Foundation IWIEF)**
Address	3201 Corte Malpaso, Suite 304 Camarillo, California 93010
Phone	(805) 484-9786
Audience	Inventors and educational institutions and organizations.
Purpose	To encourage and support creativity through invention.
Services	Guidance analysis. Idea Protection Services. **Invent! Magazine.** InvenTech Expo Annual Trade Show. Awards Program and Great Idea Contest. Chapters for mutual self-help, networking, information, and education. Books on inventing, creativity, and entrepreneurship. Seminars, special workshops, and conferences. Discount services to IWIEF members.

Name	**John F. Baugh Center for Entrepreneurship**
Address	Hankamer School of Business Baylor University Waco, Texas 76798-8011
Phone	(817) 755-2265
Audience	Teachers, students, family businesses, small businesses, inventors, and the general public.
Purpose	To increase the understanding of the free enterprise system and to assist in the establishment and maintenance of creating businesses.
Services	Programs for potential and practicing entrepreneurs, such as Venture Assistance, Innovation Evaluation, and The Institute for Family Business. Publication of **Entrepreneurship Theory and Practice**, a quarterly academic journal.

Name **Joint Council on Economic Education**

Address DEEP Office
2 Park Avenue
New York, New York 10016

Phone (212) 685-5499

Audience Students and teachers.

Purpose To provide schools in the United States with state-of-the-art economic education. Operates through a network of 50 state councils, over 280 university-based centers for economic education, and more than 1,400 associated school districts.

Services Publications: elementary, secondary, college and university, professional references, and basic professional libraries.

Developmental Economic Education Program (DEEP) which includes--

-- teacher-training,

-- curriculum materials,

-- consulting/information services, and

-- awards/national recognition.

Name	**Junior Achievement Inc.**
Address	45 East Clubhouse Drive Colorado Springs, Colorado 80906-4477
Phone	(719) 540-8000
Audience	High school students.
Purpose	To enhance America's economic vitality by providing our young people and the changing work force with high-quality, experienced-based economic education through partnerships responsive to business, education, and community needs.
Services	High school curriculum, such as-- -- Applied Economics and -- JA Company Program. Junior high school curriculum, such as-- -- Project Business. Elementary school curriculum, such as-- -- Business Basics. New directions in economics education, such as-- -- Rural Expansion Program.

Name	**Marketing Education Resource Center, Inc. (MarkED)**
Address	1375 King Avenue, P.O. Box 12226 Columbus, Ohio 43212-0226
Phone	(614) 486-6708
Audience	Marketing instructors.
Purpose	To strengthen the delivery of instruction for and about marketing and related business functions.
Services	Professional development activities.
	Curriculum and instructional materials.
	Information-management service.
	Research.

Name **Mid-Continent Regional Educational Laboratory (McREL)**

Address 12500 E. Ilifff Avenue, Suite 201
Aurora, Colorado 80014

Phone (303) 337-0990

Audience Secondary and postsecondary schools and institutions and other educational organizations.

Purpose To create a community of interest among those individuals and organizations interested in learning how to help schools meet the needs of a changing society.

Services The **McREL Newsletter** is a quarterly publication available to anyone requesting to be placed on the mailing list.

Noteworthy is an annual magazine that provides solid, practical information centered around a specific theme related to educational advancement.

Heartland is the quarterly newsletter of McREL's Equity Center.

Policy Notes is a bi-monthly summary of issues relevant to educational policymakers.

Excellent Schools is a 30-minute videotape that summarizes the most recent research about educational improvement and can be borrowed for use at staff meetings or small conferences.

The McREL Product and Service Catalog is a list of the publications and other services McREL offers.

Name **Midwest Research Institute**

Address Economics and Management Sciences Department
425 Volker Boulevard
Kansas City, Missouri 64110-2299

Phone (816) 753-7600

Audience Federal, state, and local governments; private corporations; and others.

Purpose To serve as a research arm to client organizations.

To address clients' specific problems and concerns regarding economic development, marketing, and business management.

Services Rural revitalization strategic planning.

Economic and industrial development.

Target industry analysis.

Development of sectorally targeted policies and programs.

Economic impact analysis.

Facility evaluation and utilization analysis.

Financial feasibility analysis.

Industry analysis and competitive assessment.

Market feasibility analysis.

Marketing strategies.

Sudden and severe economic dislocation assistance.

Services are provided on a contractual basis through individual project work.

Guidebooks are available to assist rural areas or small communities in their economic efforts.

Name	**MRI Ventures, Inc.**
Address	425 Volker Boulevard Kansas City, Missouri 64110-2299
Phone	(816) 753-7600, extensions 230, 542, 169
Audience	Technology transfer executives, buyers of contract R&D, buyers and sellers of technology, investors, venture capitalists, product/process developers, R&D managers, entrepreneurs, small business owners, and private inventors.
Purpose	To transfer technology from the laboratory to the marketplace. MRI Ventures, Inc., is the for-profit, commercial subsidiary of Midwest Research Institute, one of the largest independent, not-for-profit research institutes in the United States.
Services	Technology evaluation. Product development. Patents and licensing. Business planning. Capital formation. Sales and marketing. R&D contracts. Joint ventures/consortia. Start-up companies. Vanilla licensing.

Name **National Alliance of Business**

Address 1201 New York Avenue, N.W.
Washington, D.C. 20005

Phone (202) 289-2888

Audience JTPA administrators, corporate personnel directors, Private Industry Council members and staff, community-based organizations' directors and staff, educators and state vocational education administrators, federal employment and training officials, and human resource managers.

Purpose To improve the education and training of our young people.

To work with employers to create and strengthen business/education partnerships in cities across the country.

To address issues related to employment and training and America's future work force.

Services Advocate for education and business reform.

Publications and resources.

The Alliance's Partnership Network.

Alliance Executive Speakers Bureau.

Articles and supplements in leading business publications.

Education institutes, regional symposia, and seminars.

Harvard Business School.

Name	**National Association for Industry-Education Cooperation (NAIEC)**
Address	235 Hendricks Boulevard Buffalo, New York 14226
Phone	(716) 834-7047 FAX: (716) 834-7047
Audience	Business/industry managers, school administrators, chamber of commerce officials, college/university faculty and administrators, teachers/educators, guidance counselors, industry-education coordinators, and career educators.
Purpose	To further joint efforts between the schools and the industry in school improvement, preparation for work through career education, and human resource/economic development.
Services	Annual "showcase" conference. Clearinghouse (effective programs, materials). **NAIEC National Newsletter.**

Name	**National Association of Black and Minority Chamber of Commerce (NABMCC)**
Address	5741 Telegraph Avenue Oakland, California 94609
Phone	(415) 601-5741 FAX: (415) 601-6911
Audience	Black and minority business organizations.
Purpose	To advance the role of black and minority business organizations in the convention and tourism industries on the national level.
Services	Networks through chambers of commerce in all states. Assistance to existing chambers of commerce in starting black and minority conventions and tourism programs.

Name	**National Association of Black Women Entrepreneurs**
Address	Box 1375 Detroit, Michigan 48231
Phone	(313) 341-7400
Audience	Women interested in small business ownership.
Purpose	To enhance the personal and business growth of members through programs and services designed to enhance the management, performance, value, quality, and profitability of the emerging and enterprising black woman.
Services	Quarterly newsletter. Networking--internal and external. National conference. Regularly scheduled workshops. Quarterly forums. Opportunity bank. Employment referral bank. Recognition. Vendor referral service.

Name	**National Association of Small Business Investment Companies**
Address	1156 15th Street, S.W., Suite 1101 Washington, D.C. 20005
Phone	(202) 833-8230
Audience	SBICs and MESBICs.
Purpose	To promote the growth and vitality of the industry through effective representation and successful professional programs.
Services	Representation in Washington. Educational programs. Meetings and other forums. Research, surveys, and studies. Communications, publications, and public relations. A code of ethics and trade practice rules.

Name **National Association of Small Business International Trade Educators (NASBITE)**

Address One World Trade Center
121 S.W. Salmon Street, Suite 210
Portland, Oregon 97204

Phone (503) 274-7482

Audience International trade educators (public/private colleges and universities; state, regional, and national organizations; and private sector businesses and individuals).

Purpose To facilitate the exchange of information among those involved in international trade education of small business.

To provide professional development for those involved in supporting small business international trade education.

To establish professional criteria for the education and training of small businesses in international trade.

To provide advocacy and leadership for international trade education professionals by establishing linkage and working relationships with public and private sector organizations.

To create educational guidelines for training small businesses in international trade.

Services Joint international network of small business international trade educators.

Professional and career development.

Program development assistance.

Access to program development resources.

Quarterly newsletter.

Special discount on NASBITE-sponsored events.

Annual conference.

Name	**National Association of Trade and Technical Schools**
Address	2251 Wisconsin Avenue, N.W. Washington, D.C. 20007
Phone	(202) 333-1021
Audience	Private trade and technical schools.
Purpose	To provide for the professional development and training needs of the private trade and technical school industry.
Services	Professional development including-- -- Teacher Training Program, -- Educators Program, -- Team Leader Program, -- Student Recruitment Program, -- Executive Management Program, -- Student Services Program, and -- Student Financial Aid Program. Workshops and annual conferences. Publications. Newsletter. **Career Training Magazine.**

Name	**National Association of Women Business Owners (NAWBO)**
Address	600 South Federal Street, Suite 400 Chicago, Illinois 60605
Phone	(312) 922-0465
Audience	Women business owners.
Purpose	To help our members grow increasingly strong and successful businesses. To support the needs of emerging women business owners. To impact public policy through active participation in the political process. To encourage and develop leadership skills to move women business owners into positions of influence. To form private sector partnerships and coalitions to achieve mutual goals. To research and communicate exciting new entrepreneurial models being developed by women's businesses. To expand members' participation in the international arena, building on existing successful international relationships.
Services	Regular chapter meetings and seminars. National and local voice in areas that impact businesses.

Name	**National Business Association (NBA)**
Address	15770 North Dallas Parkway, Suite 260 Dallas, Texas 75248
Phone	(214) 991-5381 (800) 456-0440
Audience	Self-employed business owners, their families and their employees.
Purpose	To help America's small businesses succeed through business management resources and education and time and cost savings benefits.
Services	ITT long distance rates discounted 20 percent.
	Discounted mail order prescriptions from family pharmaceuticals.
	Free college selection and funding services.
	Access to guaranteed student loans, guarantee fee paid by NBA.
	Savings on automobile purchase through Car-Puter.
	Discounts on eyewear from Cole Vision Centers.
	Group medical insurance.
	$100 discount at Schick Treatment Centers for weight loss and smoking cessation.
	Monthly NBA news magazine.
	50 percent discount on selected hotels through Hotel Express.
	Credit union.
	Corporate business credit card.
	Business management software tools.

Name	**National Business Education Association**
Address	1914 Association Drive Reston, Virginia 22091
Phone	(703) 860-8300
Audience	Business teachers, administrators, supervisors, teacher educators, and college and university students.
Purpose	To serve business education.
Services	Publications program.
	National convention.
	Legislative liaison.
	Research and development activities.
	National Business Competency Tests.
	Clearinghouse for instructional aids.
	Awards programs.
	Affiliation with related national and international business education organizations.
	Opportunities for service and leadership at the regional/national levels.

Name	**National Business Incubation Association (NBIA)**
Address	One President Street Athens, Ohio 45701
Phone	(614) 593-4331
Audience	Incubator developers and managers.
Purpose	To meet the needs of members with information through research, referrals, and publications. To sponsor annual conferences and regional training institutes. To build awareness of business incubators. To inform and educate leaders, potential supporters, and investors of the significant benefits of incubators.
Services	Annual conference. **NBIA Review** newsletter. **Incubator Directory**. Miscellaneous publications. Resource Center. Public information.

Name	**National Career Development Association (NCDA)**
Address	5999 Stevenson Avenue Alexandria, Virginia 22304
Phone	(703) 823-9800
Audience	All people, members, and general public.
Purpose	To facilitate the career development of all people.
Services	Publications: **Career Developments** (newsletter); **Career Development Quarterly** (journal); and miscellaneous publications such as **Adult Career Development, Counseling for Midlife Career Change,** and **A Counselors' Guide to Career Assessment Instruments**. Professional development institutes (PDIs), conferences, and seminars. Public service and awareness activities (e.g., National Career Development Month and distribution of **Consumer Guidelines for Selecting a Career Counselor**). Professional interaction through committees and special interest groups.

Name	**National Center for Policy Analysis (NCPA)**
Address	12655 North Central Expressway, Suite 720 Dallas, Texas 75243-1739
Phone	(214) 386-6272
Audience	CEOs and academics.
Purpose	To serve as a "think tank" in support of free enterprise, law taxes, limited government, and a secure national defense.
Services	Publications.
	Conferences, seminars, briefings.
	Executive Summaries of NCPA studies.
	Executive Alert (CEO briefings).

Name **National Entrepreneurship Education Consortium (NEEC)**

Address
Center on Education and Training for Employment
The Ohio State University
1900 Kenny Road
Columbus, Ohio 43210-1090

Phone
(614) 292-4353
(800) 848-4815

Audience
State departments of vocational education; educators at universities, colleges, community colleges, and local school systems; private sector business owners, associations, and chambers of commerce; and public and government sector individuals and programs, such as economic developers, minority business programs, JTPA programs, and SBA-sponsored leadership.

Purpose
To pioneer and encourage new and better ways in support of entrepreneurship education.

Services
Networking with leadership groups nationwide.

Conducting professional development forums and workshops.

Developing and sharing new curriculum materials.

Identifying young entrepreneurs as role models.

Providing centralized information access to educators.

Publishing the **EntrepreNews and Views** newsletter.

Name	**National Federation of Independent Business (NFIB)**
Address	Capital Gallery East, Suite 700 600 Maryland Avenue, S.W. Washington, D.C. 20024
Phone	(202) 554-9000
Audience	Policymakers, small business owners, news media, educators and academics, and the general public.
Purpose	To support research on small and independent business and to develop education programs promoting small business, entrepreneurship, and the free-enterprise system.
Services	The NFIB Foundation offers-- -- awards program, -- newsletter, -- conferences and educational programs (workshops), -- research, and -- publications.

Name **National Future Farmers of America**

Address National FFA Center
5632 Mt. Vernon Memorial Highway
Alexandria, Virginia 22309

Phone (703) 360-3600

Audience Students preparing for careers in agriscience, agribusiness, and production agriculture.

Purpose To provide students with experiences in leadership, team work, personal responsibility, problem-solving, management, and analysis.

Services Active participation in fairs, shows, team events, musical groups, and agricultural contests.

Washington Conference Program (WCP).

National FFA Convention.

Work Experience Abroad Program (WEA).

FFA National Hall of Achievement.

FFA Supply Service.

FFA New Horizons, the official magazine of the National FFA.

National FFA Alumni Association.

Electronic Classroom.

Name	**National Governors Association**
Address	Center for Policy Research 444 North Capitol Street, N.W., Suite 250 Washington, D.C. 20001-1572
Phone	(202) 624-5422
Audience	Governors of 50 states, the commonwealths of Northern Mariana Islands and Puerto Rico, and the territories of American Samoa, Guam, and the Virgin Islands.
Purpose	To find viable, practical solutions to complex human and economic problems. To serve as catalysts for change with bold, innovative programs and initiatives. To provide a bipartisan forum to help shape and implement national policy and to solve state problems.
Services	Standing committees, including-- -- Agriculture and Rural Development, -- Economic Development and Technological Innovation, -- Energy and Environment, -- Human Resources, -- International Trade and Foreign Relations, -- Justice and Public Safety, and -- Transportation, Commerce, and Communications. Two annual meetings.

Name **National Home Study Council (NHSC)**

Address 1601 18th Street, N.W.
Washington, D.C. 20009

Phone (202) 234-5100

Audience Anyone interested in home study programs.

Purpose To serve as a leading advocate for quality correspondence education in America.

To serve as a clearinghouse for information about the home study field.

To sponsor a nationally recognized accrediting agency for home study schools.

Services A continuing professional development program for home study educators.

Seminars, conferences open to individuals interested in home study education.

The NHSC News, a magazine published semiannually.

A variety of free literature.

Name **National Minority Business Council, Inc. (NMBC)**

Address 235 East 42nd Street
New York, New York 10027

Phone (212) 573-2385

Audience Business owners and executives, entrepreneurs, representatives of international agencies, and government officials.

Purpose To develop the marketing sales and management skills of NMBC's membership with the objective of increasing their overall profitability.

To act as a spokesperson and information source for the minority business community nationally and globally.

Services Purchase Exchange Program. A unique opportunity for members to meet one-on-one with corporate and government purchasing executives.

Minority Business/Corporate Education Program. Through this program members can participate in the in-house management training programs of a select group of Fortune 500 corporations.

Management Assistance Program. This program provides technical assistance for those members who are experiencing problems in the operation of their business.

International Trade Assistance. This program provides education and training in international trade in addition to acting as a clearinghouse for business leads and information on export and import.

Business Referral Service. Frequently the NMBC is called upon by corporate and government buying agents to identify a minority or woman-owned business who can supply select goods or services.

FAX Referral Service. Contacts, bid requests, and other important business information that require a timely response is sent to those members who select the V.I.P. membership category.

Corporate Purchasing Directory. In 1989 NMBC published its first directory of some of the most sought after corporations in America that purchase many of the goods and services offered by the minority business community.

NMBC Vendor Directory. Members and their businesses are listed in this directory that is sent to the corporations listed in the Corporate Purchasing Directory.

NMBC Corporate Travel Program. This program offers current members substantial business travel savings on hotel, car rentals, and airline fares.

NMBC Business Report. This Bi-monthly newsletter keeps members informed of the latest business trends and happenings within the NMBC.

Black Enterprise Magazine. Members receive a 1-year subscription to this minority business publication.

Name **National Network for Curriculum Coordination in Vocational and Technical Education (NNCCVTE)**

Address See below.

Phone See below.

Audience Vocational educators at all levels.

Purpose To provide curriculum and instructional materials on a loan basis through six regional curriculum coordination centers.

Services Six regional centers, as follows:

-- EAST CENTRAL
Rebecca S. Douglass, Director
Sangamon State University, F-2
Springfield, Illinois 62794-9243
(217) 786-6375
AVO1727
FAX: (217) 786-6036

-- MIDWEST
Richard Makin, Director
1500 West Seventh Avenue
Stillwater, Oklahoma 74074-4364
(405) 743-5423
AVO4602

-- NORTHEAST
Martha Pocsi, Director
New Jersey Department of Education
Division of Vocational Education
Crest Way
Aberdeen, New Jersey 07747
(201) 290-1900
AVO3854

-- WESTERN
Lawrence F. H. Zane, Director
University of Hawaii at Manoa
1776 University Avenue
Honolulu, Hawaii 96844-0001
(808) 948-7834
AVO1476

-- NORTHWEST
William E. Daniels, Director
Saint Martin's College
Old Main Building, Room 474
Lacey, Washington 98503
(206) 438-4456
AVO5976

-- SOUTHEAST
Rebecca Love-Wilkes, Director
Mississippi State University
Drawer DX
Mississippi State, Mississippi 39762
(601) 325-2510
AVO3101

Name	**National Postsecondary Agriculture Student Association**
Address	Box 279 Cobleskill, New York 12043
Phone	(518) 234-7309
Audience	Institutions education vocational agricultural students at the postsecondary level.
Purpose	To recognize the value of postsecondary vocational technical education. To obtain guidance in making career decisions. To identify and acquire skills needed for a successful career in agriculture/agribusiness/horticulture and natural resources. To develop leadership and management abilities. To develop character, citizenship, and patriotism. To coordinate and cooperate with educational, professional, and service organizations. To cooperate with students in other curricular areas. To gain recognition for outstanding service to and achievement in the organization.
Services	National Conference. Newsletter. Contests, Projects, and Programs: Employment Interviews, Speakers for Agriculture, Agriculture Machinery/Service Technician Award, and Planning for Progress.

Name	**National Schools Committee for Economic Education, Inc. (NSCEE)**
Address	86 Valley Road P.O. Box 295 Cos Cob, Connecticut 06807-0295
Phone	(203) 869-1706
Audience	Teachers.
Purpose	To teach young people the basic values and principles of the Free Enterprise System.
Services	Classroom material for teaching economic principles.

Name	**National Small Business United (NSBU)**
Address	1155 15th Street, N.W., Suite 710 Washington, D.C. 20005
Phone	(202) 293-8830
Audience	Small business owners and advocates.
Purpose	To fight federal legislation and regulations which, if implemented, would increase operating costs.
	To offer a number of nonlegislative benefits which lower operating costs and make doing business easier.
Services	Discounts on AT&T products.
	10-38 percent savings on AT&T Long Distance Service.
	Individual insurance at group rates.
	Discounted moving and storage service.
	Discounted overnight letter service.
	The NSBU Gold Mastercard.
	The NSBU-sponsored American Express Card.
	Inc. Magazine.
	Car rental discounts.
	Discounted publications.
	Small business USA.
	Capitol focus.
	Action Alerts.
	Special events.

Name	**National Young Farmer Educational Association, Inc. (NYFEA)**
Address	5632 Mt. Vernon Memorial Highway Alexandria, Virginia 22309
Phone	(703) 799-0594
Audience	Adults enrolled in agriculture classes.
Purpose	To assist young farmers to remain established in farming, ranching, and agribusiness.
	To assist in developing resources.
	To cooperate with organizations to improve economic, educational, and social conditions.
	To assist in developing leadership and communication skills.
	To provide group identity and unity.
	To promote NYFEA as part of the instructional programs in agriculture education offered by departments of Public Instruction.
	To improve rural-urban relation.
Services	Spokesperson for Agriculture Program.
	Farm and Ranch Management Program.
	The National Young Farmer Award.
	The National Young Farmer Directory.
	The Update.
	Membership development.
	Grant for innovative programs.
	International exchanges.

The 6th World Congress of Young Farmers.

An Electronic Information Network.

Coordinate a national presence for the National Young Farmers Educational Association and adults in agricultural education.

Name **Patent Depository Library Program**

Address Office of Patent Depository Library Programs
Crystal Mall 2, Room 306
U.S. Patent and Trademark Office
Washington, D.C. 20231

Phone (703) 557-9686

Audience Inventors, entrepreneurs, researchers, patent attorneys, patent agents, patent searchers, faculty, students, information brokers, business representatives, and historians.

Purpose To disseminate the technological information contained in patents.

Services Staff will show a person how to conduct his/her own patent search; staff will not actually conduct a patentability search, or interpret patent law.

Patent Depository Libraries (PDLs) receive current issues of U.S. Patents and their abstracts. The scope of the collections varies from library to library, ranging from patents from only recent years to all or most of the patents issued since 1790. These collections are organized in patent number sequence and are available for use by the public free of charge.

Manuals, definitions, listings, a computerized database--CASSIS (Classification And Search Support Information System), and technical staff assistance in the use of these are available to establish a field of search for patents. CASSIS provides direct access to U.S. Patent and Trademark Office data. Such a search may be used to determine whether a patent has previously been issued for the unique aspects of an invention, or to avoid duplication of research and development, or to capitalize on practical commercial process information.

Facilities for making paper copies of patents from either microfilm or paper collections are generally provided for a fee.

Anyone contemplating use of a Patent Depository Library is urged to contact that library, in advance, about its collection and hours in order to avert possible inconvenience.

Name **Rural School-Incubated Enterprise Program**

Address c/o North Carolina REAL Enterprises, Inc.
948 Old Post Road
Chapel Hill, North Carolina 27514

Phone (919) 929-3939

Audience Rural students.

Purpose To help rural schools become effective small business incubators and community development organizations.

To help participants develop economic literacy, as well as skills in entrepreneurship and business management.

To help expand the local employment base by creating businesses that fill gaps in the rural economy.

To help rural students develop greater self-esteem, complete their schooling, and become productive citizens.

Services The basic idea of the rural school-based enterprise program is simple. Rural students research, plan, set up, operate, and own economically viable small businesses in cooperation with local educational institutions. The program contains both a classroom component (in which students take courses for academic credit in applied economics, entrepreneurship, and/or small business management) and an experiential component (in which students develop and run their own "honest-to-goodness" ventures).

These businesses are neither *simulations*, nor short-term educational *exercises*. Rather, they are intended to be businesses that will become a permanent part of the community's economic and employment base. After starting within the local educational institution, these enterprises are scheduled to "graduate" with the students who founded them, and then operate as regular commercial businesses.

REAL (Rural Entrepreneurship through Action Learning) Enterprises provides technical business assistance; training and curriculum materials for students, teachers, administrators; and community support team members who participate in the rural school-incubated enterprise program. REAL also operates a revolving loan fund that provides start-up loans and investments to student-generated enterprises.

Name **Small Business Administration**

Address For additional information, contact the SBA local field office in your community. Check the Yellow Pages for address and phone number.

Audience Prospective, new, and established persons in the small business community.

Purpose To help people get into business and to stay in business.

Services SBA acts as an advocate for small business; at the direction of Congress, the agency espouses the cause of small business, explains small business' role and contributions to our society and economy, and advocates programs and policies that will help small business.

SBA provides prospective, new, and established persons in the small business community with financial assistance, management counseling, and training.

SBA helps get and direct government procurement contracts for small firms.

SBA makes special efforts to assist women, minorities, the handicapped, and veterans to get into and stay in business.

Special Programs:

- Service Corps of Retired Executives (Score) is a volunteer group of retired men and women who provide free management counseling.
- Active Corps of Executives (ACE) is a volunteer group of executives from private business and industry who provide free counseling on managerial, professional, and technical topics to small business owners and managers.
- Small Business Development Centers (SBDC), through universities and community colleges, work with local trade and business groups, chambers of commerce, SCORE and ACE, and others in support of small business growth.
- Small Business Institute (SBI) Program utilizes university and college business majors as counselors to small business owners.

Name	**Small Business Foundation of America**
Address	20 Park Plaza, Suite 438 Boston, Massachusetts 02116
Phone	(617) 350-5096
Audience	Individuals, small businesses, and others.
Purpose	To support small business development and growth in America. To sponsor and conduct scientific and economic research on small business matters. To serve as a source of public information regarding small business in the American economic system. To help small business organizations and groups organize. To encourage educational institutions to develop small business and entrepreneurial curricula and courses.
Services	Small Business Policy and Economic Research Center and Archive--a repository of business procedures, policies, and records. National network of organizations matchmaking entrepreneurs with potential investors. Publications: **Expertise, Planning for Technology: A Guide for the Small Business Owner/Manager, The Role Played by High Technology Firms in Job Creation,** and **A Manual of Style: How to Start and Continue a Small Business Trade Association.**

Name **Small Business Innovation Research (SBIR) Program**

Address See below.

Phone See below.

Audience Small companies and firms.

Purpose To stimulate high-quality research in areas of growing national importance.

To increase the incentive and opportunity for small firms to undertake cutting edge, high-risk, or long-term research.

Services The Small Business Innovation Research Program is a federal program that requires federal agencies and departments to allocate part of their R&D budgets to certain small company competitions. This program supports advanced research in important scientific and engineering areas and is designed to encourage the conversion of that R&D into technological innovation and commercial applications for its potential economic benefits to the nation.

Following is a listing of the government agencies that award these grants. To receive a proposal form and/or up-to-date information, contact each agency independently at the addresses provided.

-- **U.S. DEPARTMENT OF AGRICULTURE**
Dr. Olga Owens, SBIR Coordinator
Competitive Research Grants
Office of Grants and Program Systems
U.S. Department of Agriculture
Room 112, Justin Smith Morrill Building
15th and Independence Avenue, S.W.
Washington, D.C. 20251
(202) 447-7002

-- **U.S. DEPARTMENT OF THE ARMY**
General inquiries only:
J. Patrick Forry, Dr. C. J. Chatlynne
U.S. Army Laboratory Command
ATTN: AMSLC-TP-TI
2800 Powder Mill-Road
Adelphi, Maryland 20783-1145
(202) 384-4602

-- **U.S. DEPARTMENT OF THE AIR FORCE**
General Inquiries only:
Mr. James R. Meeker, Air Force SBIR Program Manager
Headquarters AFSC/DLSR
Andrews Air Force Base
Washington, D.C. 20334-5000
(301) 981-2365

-- **U.S. DEPARTMENT OF COMMERCE**
For SBIR program solicitations:
Edward Tiernan, SBIR Program Manager and Chief
NOAA/ORTA ORTA
FB4, Room 3316
Sutiland, Maryland 20233
(301) 763-4240

For all other inquiries contact:
Mr. James P. Maruca, Director
Office of Small Disadvantaged Business Utilization
U.S. Department of Commerce
14th and Constitution Avenue, N.W.
Washington, D.C. 20230
(202) 377-1472

-- **U.S. DEPARTMENT OF DEFENSE**
For SBIR program solicitations:
Defense Technical Information
ATTN: DTIC-SBIR
Building 5, Cameron Station
Alexandria, Virginia 22304-6145
(800) 368-5211; (202) 274-6902

For General DOD inquiries contact:
Mr. Horace Crouch, Deputy Director
OSD/SADBU
U.S. Department of Defense
The Pentagon, Room 2A340
Washington, D.C. 20301-3061
(202) 697-9383

-- **U.S. DEPARTMENT OF THE NAVY**
General inquiries only:
Dr. Carl Mueller, Navy SBIR Program Manager
Office of Assistant Secretary of Navy (RE&S)
Room 5E813, The Pentagon
Washington, D.C. 20350-1000
(202) 692-2646

-- **U.S. DEPARTMENT OF EDUCATION**
For SBIR program solicitations:
U.S. Department of Education
Office of Education Research & Improvement
Washington, D.C. 20208

For all other inquiries contact:
Mr. John Christensen, SBIR Program Coordinator
U.S. Department of Education
555 New Jersey Avenue, N.W., Room 602B
Washington, D.C. 20208
(2020) 357-6065

-- **U.S. DEPARTMENT OF ENERGY**
For SBIR program solicitations:
Ms. Gerry Washington, SBIR Spokesperson
U.S. Department of Energy
Washington, D.C. 20545

For all other inquiries contact:
Dr. Ryszard Gajewski, SBIR Program Manager
Department of Energy, ER-16, GTN
Washington, D.C. 20545
(301) 353-5707

-- **DEFENSE ADVANCE RESEARCH PROJECT AGENCY**
General inquiries only:
Mr. Bud Duran, Director, Program Management
CARPA/Mis
1400 Wilson Blvd.
Arlington, Virginia 22209-2308
(703) 527-0666

-- **DEFENSE NUCLEAR AGENCY**
General inquiries only:
Mr. Chuck Kimberly, Defense Nuclear Agency
ATTN: AM4, SBIR
6801 Telegraph Road
Alexandria, Virginia 22310
(202) 325-9210

-- **STRATEGIC DEFENSE INITIATIVE ORGANIZATION**
General inquiries only:
Dr. Leonard Caveny, SDI Organization
Innovative Science and Technology
The Pentagon
Washington, D.C. 20301-7100
(202) 693-1527

-- **NUCLEAR REGULATORY COMMISSION**
For SBIR program solicitation:
Ms. Shirley Crampton
U.S. Nuclear Regulatory Commission
Division of Contracts
Office of Administration
Mail Stop AR 2223
Washington, D.C. 20555
(202) 492-4281

For all other inquiries contact:
Mr. Raymond P. Gustave, SBIR Program Manager
U.S. Nuclear Regulatory Commission
Office of Nuclear Regulatory Research
Washington, D.C. 20555
(202) 427-4251

-- **U.S. DEPARTMENT OF TRANSPORTATION**
Dr. George Kovatch, SBIR Program Director
DOT SBIR Program Office, DTS-23
U.S. Department of Transportation
Transportation Systems Center
Kendall Square
Cambridge, Massachusetts 02142
(617) 494-2051

-- **U.S. ENVIRONMENTAL PROTECTION AGENCY**
For SBIR program solicitations:
Ms. Dana Lloyd, Contracts Management Division
(MD-33) U.S. Environmental Protection Agency
Research Triangle Park, North Carolina 27711
(919) 541-3113

For all other inquiries contact:
Mrs. Walter H. Preston, SBIR Program Manager
EPA, Office of Research and Development
Research Grants Staff (RD-675)
401 M. Street, S.W.
Washington, D.C. 20460
(202) 382-7445

-- **NATIONAL AERONAUTICS AND SPACE ADMINISTRATION**
For SBIR program solicitations:
SBIR Program Manager CODE IR
National Aeronautics and Space Administration
Washington, D.C. 20546
No Phone Requests Accepted

For all other inquiries contact:
Mr. Harry Johnson, Director, SBIR Office Code IR
National Aeronautics and Space Administration
600 Independence Avenue, S.W.
Washington, D.C. 20546
(202) 453-1502

-- **NATIONAL SCIENCE FOUNDATION**
Mr. Roland Tibbetts or Mr. Ritchie Coryell
SBIR Program Managers, National Science Foundation
1800 G. Street, N.W., Room 1250
Washington, D.C. 20550
(202) 357-7527

-- **U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES**
For SBIR program solicitations:
SBIR Solicitation Office
3302 Monroe Street, Suite 300
Rockville, Maryland 20852
(301) 231-6378

For all other inquiries contact:
Ms. Lily O. Engstrom, Director
Office of Special Program and Initiatives
National Institute of Health
9000 Rockville Pike, Building 31, Room 1-3-54
Bethesda, Maryland 20205
(301) 496-1968
or
Mr. Richard Clinkscales, Director
Office of Small & Disadvantaged Business Utilization
Department of Health & Human Services
Social Security Administration
200 Independence Avenue, Room 513
Washington, D.C. 20201
(202) 245-7300

Name	**Southern Regional Education Board (SREB)**
Address	592 10th Street, N.W. Atlanta, Georgia 30318-5790
Phone	(404) 875-9211
Audience	Educational and governmental leaders.
Purpose	To advance knowledge and to improve the social and economic level of the region.
Services	Identifying, studying, reporting on, and attending to key needs, problems, and direct issues in education. Initiating discussions that lead to recommendations for long-range planning, actions, and policy proposals. Collecting, compiling, and analyzing comparable data. Encouraging cooperative school/college programs to improve education at all levels. Serving as administrator and fiscal agent for interstate sharing of high-cost and uncommon academic programs. Offering consultation to member states and their institutions. Disseminating information to member states.

Name **Students in Free Enterprise, Inc. (SIFE)**

Address National Headquarters
The Jack Shewmaker Center
1959 East Kerr
Springfield, Missouri 65803

Phone (417) 831-9505

Audience College and university students (indirectly elementary and secondary students).

Purpose To establish and direct student-generated free market educational programs at colleges and universities to bring America's collegians and citizens to a better understanding of current economic issues and a greater appreciation for the free enterprise system.

Services SIFE establishes and trains SIFE teams and free enterprise fellows on campuses that conduct outreach educational programs and compete at SIFE regional and national competitions.

Outreach projects include--

-- media network;

-- flyers, pamphlets, and books for student's, workers, professors, and inmates;

-- lessons for elementary and secondary students;

-- academic credit for participation; and

-- SIFE team-owned and team-operated businesses.

Name **Technology Student Association (TSA)**

Address 1914 Association Drive
Reston, Virginia 22091

Phone (703) 860-9000

Audience Technology education and industrial arts students.

Purpose To promote leadership and personal growth in a technological society.

Services Competitive Events Program.

Achievement Program.

National conference.

National Service Project.

Chapter functions include cocurricular activities that make a student's education and training more beneficial. Extracurricular activities include school and community service projects, fundraisers, and social events.

Name **U.S. Association for Small Business and Entrepreneurship (USASBE)**

Address University of Wisconsin-Madison
905 University Avenue
Madison, Wisconsin 53715

Phone (608) 262-9982

Audience Professionals who serve small business and represent education, industry, finance, and government.

Purpose To provide professionals who serve small business the opportunity to exchange ideas and experiences on all facets of management assistance. Serves as the U.S. Affiliate of the International Council for Small Business.

Services The **Journal of Small Business Management**.

Entrepreneurship: Theory and Practice (formerly the **American Journal of Small Business**).

The **ICSB Newsletter**.

An annual USASBE conference.

An annual ICSB international conference.

Special research conferences.

USASBE professional divisions offer their own events and services, including division newsletters.

Annual surveys provide a guide to membership interests and needs.

Continual expansion of the Minority Business Division focuses on special topics related to women, Hispanic, and black entrepreneurial skill development.

Special publications are announced and made available through the USASBE Central Office.

Name **U.S. Hispanic Chamber of Commerce (USHCC)**

Address 4900 Main Street, Suite 700
Kansas City, Missouri 64112

Phone (816) 531-6363

Audience The Hispanic business community.

Purpose To identify and communicate the needs of the Hispanic business community.

To strengthen Hispanic business associations at local, state, and national levels.

To implement national programs that assist in the economic development of minority firms.

To increase the business relationships between the corporate sector and the Hispanic business community through the annual release of a directory and the establishment of valuable partnerships with major corporations.

To celebrate Hispanic business activities with an annual National Convention.

To promote international trade among Hispanic businesses in the U.S. and Latin America.

To influence legislation, policies, and programs that affect the Hispanic business community.

To provide technical assistance to Hispanic business associations and entrepreneurs through regional meetings, seminars, and conferences.

Services Information on franchise opportunities, dealerships, and distributorships.

Information on working with financial institutions and venture capitalists.

Regional workshops on business management and planning.

National Hispanic Business Directory.

Computerized procurement matching by location and SIC code.

Library services through the Hispanic Business Resource Center.

Research services and publications.

Name	**Venture Concepts**
Address	1001 Pennsylvania Avenue, N.W., Suite 435 Washington, D.C. 20004
Phone	(202) 783-1166
Audience	Business consultants and counselors, financial advisors and entrepreneurs, and state and local governments.
Purpose	To assist companies, consultants, trainers, local organizations, and state and local governments to tap into the entrepreneurial resources in their communities for job creation.
Services	Training and licensing business professionals to use the NET/PRO process. In-house training and development programs for economic development and job training professionals. Promoting successful job creation through solid business planning. Reducing the risk of failure with ongoing support and technical assistance.

Name **Vocational Industrial Clubs of America, Inc. (VICA)**

Address P.O. Box 3000
Leesburg, Virginia 22075

Phone (703) 777-8810
FAX: (703) 777-8999

Audience Trade, industrial, technical, and health occupations students in the nation's public high schools, vocational technical centers, area vocational schools, and junior and community colleges.

Purpose To offer leadership, citizenship, and character development programs to complement the vocational student's skill training.

To offer programs to help students better themselves for the labor market.

To emphasize respect for the dignity of work, high standards in trade ethics, workmanship, scholarship, and safety.

To promote understanding of the free enterprise system and to encourage the development of patriotism through the practice of democracy in local VICA clubs.

Services VICA membership.

VICA Professional: VP newsletter.

Programs on the local, state, and national levels including--

-- Annual VICA United States Skill Olympics and National Leadership Conference

-- VICA Professional Development Program.

-- Annual Washington Leadership Training Institute.

Name **World Trade Centers Association (WTCA)**

Address One World Trade Center, Suite 7701
New York, New York 10048

Phone (212) 313-4600

Audience Businesses, companies, and organizations.

Purpose To encourage mutual assistance and cooperation among members, promote international business relationships, and foster increased participation in world trade by developing nations.

Services Seminars on how to establish a successful world trade center.

Manuals on planning and operating specific world trade center services.

A monthly newsletter and quarterly magazine.

Annual general assemblies and periodic committee meetings to promote a variety of mutual assistance programs.

Exclusive rights to use the world trade center name in specific regions of the world.

Information about World Trade Centers that are located all over the world and whose services include--

- -- office space for the international trading community,
- -- trade research,
- -- information services,
- -- business appointments,
- -- education services,
- -- WTC NETWORK access,
- -- exhibit space,
- -- meeting and conferencing facilities,
- -- trade missions, and
- -- language training and translation services.

Name **70001 Training and Employment Institute**

Address 501 School Street, SW
Suite 600
Washington, D.C. 20024

Phone (800) 274-2005

Audience Private Industry Councils, local job-training and social service providers, community centers, schools, community colleges, universities, and for-profit training providers.

Purpose To provide youth with opportunity.

Services Resources and support to implement a comprehensive model proven effective in reaching, educating, and motivating at-risk dropout youth.

Up-to-the-minute information on legislation, policy, and funding.

Opportunities for involvement in demonstration projects.

Networkwide sharing of programmatic and administrative assistance.

National recognition and publicity.

Consistent programmatic and administrative assistance targeted to local needs.

Training and technical assistance specifically designed to meet program needs and overcome barriers to effective operations. This includes Outreach and Recruitment Training, Job Readiness Workshop, Motivational Development Workshop, Leadership Employment Training Seminars, Job-Development Workshops, Pre-Service Orientation Training, Progress Monitoring, and Management Assistance.

Grant-writing assistance and funding diversification support.

Access to motivational resources for youth, such as the Seventy-Thousand-One Career Association (SEVA) and **Going Places**, a national magazine written by and for participants.

KEEPING UP WITH ENTREPRENEURSHIP

1'3 —

SUCCESSFUL ENTREPRENEUR'S CLUB

To educators of entrepreneurship: Please nominate only former graduates who are now entrepreneurs by having them complete the information below. The winner will be selected by a national panel and will be asked to attend, all expenses paid, the annual USASBE Conference.

Name

Address

Phone Number

Name of Business

At what age did you start your business?

Description of Business

Why did you start your own business?

What is particularly creative (unique) about your business?

What was your source(s) for start-up financing?

Where did you receive your training to run a business (school, program, instructor, location)?

What type of special occupational or vocational training have you had (school, program, instructor, location)?

How did any educational experiences help you start your business?

What hurdle(s) did you face and how have you overcome them?

Why are you successful?

Describe yourself as an entrepreneur.

I grant permission to use this informtion for educational purposes.

(signature)_____

(date) _____

Please return this form to: Dr. Cathy Ashmore, Center on Education and Training for Employment, The Ohio State University, 1900 Kenny Road, Columbus, Ohio 43210-1090.

(Please copy this form.)

MODEL ENTREPRENEURSHIP PROGRAM

To instructors of entrepreneurship programs: Please complete the information below.

Title of Progam

Purpose of Program

Contact Person (name/title)

Organization

Address

Phone

Target Audience(s)

If vocational, which service area(s)?

Type of resource people used (teachers, former students, SBA, Banks, NFIB, chamber of commerce):

Funding Source:

Is instructor training required for optium use? If yes, what length of training is needed?

What are the objectives of the program?

What is the length of the program (weeks, months, years)?

Briefly describe your program (include format, outcomes, benefits).

What are the unique characteristics of your program?

What resources do you use (include availability information, price, date)?

Please return this form to: Dr. Cathy Ashmore, Center on Education and Training for Employment, The Ohio State University, 1900 Kenny Road, Columbus, Ohio 43110-1090.

(Please copy this form.)

LEADERS IN ENTREPRENEURSHIP

Directions: If you would like to have your organization entered in the update of this book, please fill in the information as outlined below.

Name

Address

Phone

Audience

Purpose

Services

Please return this form to: Dr. Cathy Ashmore, Center on Education and Training for Employment, The Ohio State University, 1900 Kenny Road, Columbus, Ohio 43210-1090.

(Please copy this form.)

HOW TO ORDER PRODUCTS

Use order numbers and full titles. Order by purchase order on letterhead or through prepayment. Send orders and make remittance payable in U.S. dollars to

Center on Education and Training
for Employment
Publications Office
The Ohio State University
1900 Kenny Road
Columbus, Ohio 43210-1090

Or call toll free 800-848-4815 or 614-292-4353 in Ohio and outside the continental U.S. Prices include postage and handling. International or special shipments may require additional charges. Prices may change without notice.

Credit Cards. Indicate either MASTERCARD or VISA and provide your card number and expiration date, the amount to be charged, the name on the card (print/type), your telephone number, the authorized card signature, and the current date.

Quantity Discounts. On orders of 5 or more of the same item or 5 or more different items, as listed by order number and title, with a total dollar value for the order of

$ 50 to $100, the discount is 5%.
$101 to $200, the discount is 10%.
$201 to $300, the discount is 15%.
$301 to $400, the discount is 20%.
$401 and above, the discount is 25%.

ENTREPRENEURSHIP RESOURCES

Leadership in Entrepreneurship: Resources for Small Business Development and Enhancement

Identifies 82 agencies, associations, and organizations that work with entrepreneurs or small business owners and those who educate and train them. Designed for anyone interested in small business development and growth, including youth and adults in educational and training institutions; instructors at the secondary and postsecondary levels; administrators at the state, local, and national levels; policymakers; and business and industry personnel. (SN61; $9.75)

Beyond a Dream: An Instructor's Guide for Small Business Exploration

Combines adult education and entrepreneurial principles in a 10-unit training package to help adults determine their personal reasons for starting their own business and the potential success of their business ideas. (LT68; $25.00)

PACE (Revised): Program for Acquiring Competencies in Entrepreneurship

Incorporates the competencies needed to create and operate a small business at three progressively advanced levels: Level 1 is awareness, Level 2 is knowledge, and Level 3 is application. Each level contains 18 Student Modules, an Instructor Guide, and a Resource Guide. (RD240A, RD240B, RD240C; $45.00 per level)

Entrepreneurship: A Vision for Everyone (VHS videocassette, 25 minutes)

Features the successful stories of seven young business owners who are also graduates from the vocational areas of agriculture, trade and industry, marketing, home economics, business, and occupational work experience. This video is designed for student recruitment and teacher inservice. (SN60; $49.50)

Risks and Rewards of Entrepreneurship

Offers a variety of stimulating and practical activities and exercises to help high school students determine their self-employment potential and decide on a personal plan of action. Includes a Teacher's Resource Guide and Student Workbooks. Available only from Changing Times, Educational Services, EMC Publishing, 300 York Avenue, St. Paul, Minnesota 55101

Unless indicated all the products above are available from the Center on Education and Training for Employment. Ordering information is on the opposite page.

THE NATIONAL ENTREPRENEURSHIP CONSORTIUM

The National Entrepreneurship Consortium was formed in 1984 for the purpose of infusing entrepreneurship education into programs across all levels of vocational education.

Membership is open to state directors of vocational education, teacher educators, community college personnel, local school representatives, private sector representatives, and individuals and groups interested in small business development. The following states and organizations are members:

Alaska
Arizona
California
Delaware
Florida
University of West Florida
Miami Dade Community College
Georgia
Golden Rule Foundation
Illinois
Illinois Institute for Entrepreneurship Education
Iowa
Kansas
Kentucky
Louisiana
Minnesota
Mississippi
Missouri
Nebraska
New Jersey
New Mexico
New York
State University of New York
North Carolina
Ohio
Oklahoma
Oregon
Pacific Bell Directory
Puerto Rico
Sarasota VocTech Center
South Dakota
Tennessee
U.S. Office of Vocational and Adult Education
Virginia
West Virginia

In addition to planning the Annual National Entrepreneurship Education Forum, members participate in national leadership networks, conduct workshops in leadership training, develop and disseminate materials, share information about model programs, and identify young entrepreneurs as role models.

The National Entrepreneurship Education Consortium is managed by the Center on Education and Training for Employment at The Ohio State University. For additional information, contact Dr. Cathy Ashmore, Center on Education and Training for Employment, 1900 Kenny Road, Columbus, Ohio 43210-1090.

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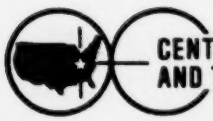

CENTER ON EDUCATION
AND TRAINING FOR EMPLOYMENT

National
Entrepreneurship
Education
Consortium

THE OHIO STATE UNIVERSITY